

# Avoid the Strain of Employee Pain... Hire Right!

Build Teams Based on Compatible Styles, Values and Abilities



**Laura A Bruno**

ACP, CPBA, CPMA

310.961.6136

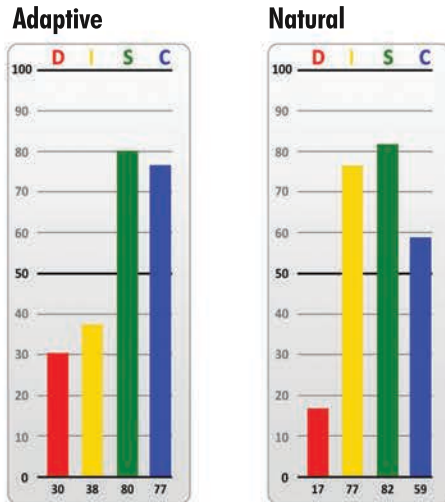
[www.LauraABruno.com](http://www.LauraABruno.com)

[Laura@LauraABruno.com](mailto:Laura@LauraABruno.com)

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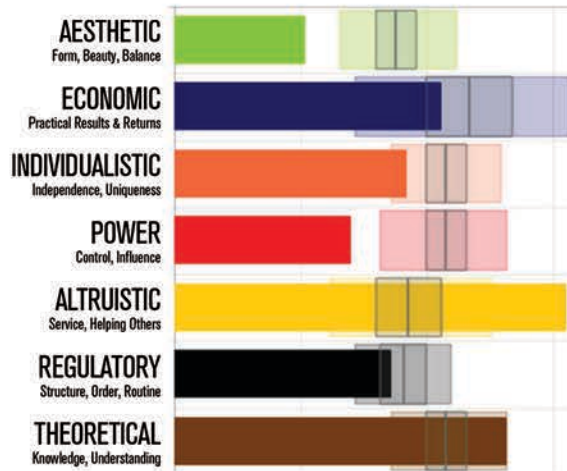
## DISC

The world's #1 behavioral profiling tool. DISC provides a highly detailed analysis of each individual's Natural and Adaptive behavioral styles. Behavior is often the strongest predictor of fit for a particular job, as the member of a team or as the leader of an organization. DISC tells us "How" a person will behave.



## Motivators

The perfect companion assessment to pair with DISC, Motivators measures the seven universal dimensions of motivation (core values) that drive each of us. While DISC predicts "How" a person will behave, Motivators answers "Why". If you're only using DISC, you're only scratching the surface of what assessments offer.

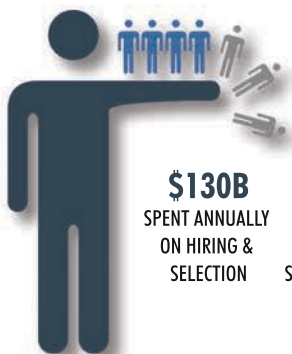


## Sales IQ Plus

This award-winning skills test measures each professional's understanding of sales strategies. With 48 questions selected at random, from a pool of over 200, Sales IQ Plus is never the same test twice. Jointly developed by best-selling sales authorities, Jeffrey Gitomer (*The Little Red Book of Selling*), Jim Cathcart (*Relationship Selling*) and Dr. Tony Alessandra (*The Platinum Rule*).



## Hiring & Selection Data



**75%**  
OF ALL HIRING IS DUE TO TURNOVER

**\$130B**  
SPENT ANNUALLY ON HIRING & SELECTION

**80%**  
OF FORTUNE 500 COMPANIES RELY ON SELECTION ASSESSMENTS

According to the International Management Association, average churn rates have jumped by more than 14% in just the last decade and that number continues to climb. You can save time and money by using assessments to accurately pre-qualify new job applicants.



## Critical Thinking

The Critical Thinking assessment offers the important third piece to the human puzzle. Based upon Robert Hartman's scientific axiology, this assessment measures with uncanny accuracy, an individual's problem solving and decision-making skills. It reveals whether someone's judgment is sound and grounded with common sense thinking... or not.